

SMALL BUSINESS PERSONS OF THE YEAR

Though **Peter Robson and Randy Finlay** were successful in the construction industry for years, when they joined forces in 2000 at Unlimited Construction Services, Inc., they became a formidable team. Established in 1991, the Kauai-based business specializes in resort, commercial, multi-residential, and industrial projects. Robson focuses on business development, administration and contract negotiations, while Finlay oversees operations. Their approach to business is simple and straightforward: deliver a quality project on time and on budget. Unlimited maintains an excellent reputation which translates into tremendous revenue growth. Between 2000 and 2002, Unlimited's revenue grew 131% and continued to grow in steadily 2003. It is now the largest general contractor on Kauai. Current projects include the State Judiciary Complex and the Marriott's Waiohai Beach Club time share project. Unlimited's success is also attributable to their careful planning and foresight. They recognize the importance of their human capital and make it a priority to develop the skills of their employees. Their vision is a company that has an "Unlimited" capacity for future growth and includes a commitment to their communities. They volunteer and donate around \$40,000 annually in time, materials and funds to various nonprofits and activities. *Nominated by: Joelle Wada, Sonia Topenio, and Leticia Lee, Bank of Hawaii.*



Peter Robson & Randy Finlay
Unlimited Construction Services, Inc.
State of Hawaii

By specializing in "value engineering," **Gerald and Wendy Yamada** continually stretch their imaginations in an industry where creativity sets you apart and gets you jobs. With a painting contractor license in 1987, Yamada Painting rode the "building boom wave" in the 90's. When the slowdown hit, Yamada refocused on growth and expanded into general contracting. Since then, revenues have increased by over 3,400% and the number of employees grew 480%! Yamada Painting instituted an apprentice program to help improve job skills and encourage excellence with their valued employees. Highly involved in the community, the Yamadas proudest accomplishment is working with Senator Inouye's "3R's program" – repair, remodel and renovate public schools. Gerald has managed projects at Waiakawaena and Waiakaea Elementary Schools and Waiakaea High School End Wall Project. From painting one-story homes to painting an eight-story, 300 ton dome atop the slopes of Mauna Kea, Gerald and Wendy have proven they are ready for challenges! *Nominated by: Roberta Chu and Gregory Ayau, Bank of Hawaii.*



Gerald & Wendy Yamada
G.W. Construction
County of Hawaii



Michael G. Fox
Hawaii Modular Space, Inc.
City & County of Honolulu

Starting Hawaii Modular Space, Inc. (HMSI) in 1987, **Michael G. Fox** set his sights on becoming an innovative leader in Hawaii in this promising industry. His company is involved in the rental and retail of mobile and modular buildings, office trailers, and storage containers providing a competitive alternative to conventional construction. HMSI lists an impressive number of government agencies, construction firms, hospitals, transportation firms, and even special events as continuing clients. Fox has been able to realize his vision through his dedication to service and quality as well as his keen eye for opportunity for expansion. Since acquiring a main competitor in 1999, revenues and profit increased dramatically, and HMSI now has the lion's share of the market. HMSI operates on Oahu, Maui, the Big Island and, most recently, Alaska, creating jobs for 30 full-time employees. With financing through an SBA 504 loan, HMSI constructed their award winning facility in Kapolei. HMSI applied for its contractor's license in 2002 to create even more opportunities in the future. Fox is involved in the community as a director for local non-profit corporations providing housing for low-income families. Makana Hui, a charitable organization that annually donates \$10,000 to worthy charities selected by HMSI employees, was another strategy to foster good corporate citizenship at HMSI. *Nominated by: Jarrett Oshiro, Hawaii National Bank.*

Clyde and Glenn Hamai, owners of Hamai Appliance, Inc., are second generation small business owners who have successfully adapted to changes in the retail appliance industry on Maui. Founded in 1969 by Clyde and Glenn's father, Lester Hamai, the business carried traditional products such as small TVs and appliances. When several "big box" retailers began opening outlets on Maui, Hamai Appliance faced competitive forces that it never before had to contend with. The Hamai's knew they needed to differentiate the business and develop a niche in order to survive. Their strategy was to target consumers of higher-end electronics and kitchen appliances – buyers of home theater systems and "dream kitchens." Recognizing the competitive advantage they have in being a local business, they offered customers in-home service policies, delivery and installation, and a dependable repair service. As a result of their foresight and planning, their continued success can be seen in its bottom line – steadily increasing revenues, profit, and net worth. Another measure of success is the loyalty of its employees. There are currently 19 employees, 16 of whom are full-time with most employees having over 15 years of tenure with the company. For 30 years, the Hamais have donated over \$50,000 to non-profit organizations through sponsorship of the Panasonic Women's Golf Tournament. Clyde has been active in the Maui County Council Boy Scouts of America as well as the Maui Chamber of Commerce. Glenn has been involved in Kiwanis and the Makawao Hongwanji Church. Hamai Appliance has two locations on Maui – one store in Kahului and one in Lahaina. *Nominated by: Lolita Feliciano, Bank of Hawaii.*



Clyde Hamai
Hamai Appliance Inc.
County of Maui

Glenn Hamai
Hamai Appliance Inc.
County of Maui

SMALL BUSINESS EXPORTERS OF THE YEAR

Campus Music, a small independent company in Kona, distributes popular reggae music to Japanese retail chains and distributors throughout the country for the past ten years. Entrepreneur and exporter **Virginia Cho** has earned the respect of her contacts in the Japanese market through over-the-top customer service and follow through. Cho assures delivery of new recordings prior to the official release dates, a critical consideration for success in the music industry. She has designed custom packaging and delivery plans to offer pricing advantages, insuring client loyalty and building a successful and profitable home based business at the same time. With the experience and savvy gained over her years as an exporter, Cho has mastered the challenges of competition with larger brands, the risk factors of international accounts, and rate fluctuations that impact the bottom line. She has been able to provide important information and assistance to others interested in breaking into the Asian export market. *Nominated by: Alison Jones, Bank of Hawaii.*



Virginia Cho
Campus Music
State of Hawaii



Thomas Reed IV
Oceanic Imaging
Consultants, Inc.
City & County of Honolulu

Dr. Thomas Reed IV is the President of Oceanic Imaging Consultants, Inc. (OIC), which provides solutions for mapping the seafloor for the world's military, commercial, and academic markets. Founded by Reed in 1993, OIC was a spin-off of research by the Office of Naval Research through UH. The company's mapping technology scans the ocean floor using sensors that send information to computer work stations, allowing the military to search shallow waters for mines, phone companies route fiber-optic cables, and universities identify erosion. Much of OIC's success is the result of Reed's vision for the company. With degrees from Harvard, MIT, and UH, Reed recognized the opportunities to expand the company's customer base to Asian countries such as Japan, China, and Korea, as well as European countries such as Germany, Denmark, and the United Kingdom. The company's exports grew by 400% and topped a record high last year. This earned the title as the top Technology Exporter in the 2003 Governor's Exporter of the Year Awards. OIC was also named one of Hawaii's fastest-growing small businesses, at No. 40 on PBN's Fastest 50 list for 2003. *Nominated by: Carolyn Ching, Carolyn Ching CPA.*

SMALL BUSINESS JOURNALISTS OF THE YEAR



Cathy S. Cruz
Pacific Basin
Communications
State of Hawaii

Cathy S. Cruz has been a major contributing journalist for Hawaii Business since relocating to Hawaii. Her work celebrates the success of local small businesses and discusses the challenges that were met which not only inspire entrepreneurs but provide valuable lessons for others. With Pacific Basin, Ms. Cruz launched inserts like “SB Hawaii” to showcase small businesses and the “Aid Stations”, a resource promoting small business programs and services for the U.S. Small Business Administration, Small Business Hawaii, and the Hawaii Small Business Development Center Network. After 9-11, Cruz seized the opportunity to look at how small businesses were affected in Hawaii, producing articles about successful small businesses – how they started, their struggles with cash flow, the road to success and also other more obscure issues. Her work made her a finalist in the 2003 Hawaii Society of Professional Journalist Awards. She serves as an advisor to the Young Business Roundtable and speaks at University of Hawaii and Sacred Hearts Academy in their Women in Leadership series. Cruz was named SBA’s 2000 Small Business Journalist for Guam/Saipan. She is now editor of the Downtown Planet. *Nominated by: Steven Kaneko, Bank of Hawaii.*

Returning to Hawaii to take the helm of two Emmis Communications television stations, **Rick Blangiardi** quickly put his 13 years of experience in media and communications to work to reposition KHON 2 and KGMB 9 as leaders in the local news. He focused on the needs of the community and its critical small business sector. Blangiardi believes that small business is the economic lifeline of any community. Format changes initiated by Blangiardi at the stations have served to increase public awareness and understanding of the role of small businesses in the community. In a partnership with Pacific Business News, KHON 2 features news and commentary on small business activity with reporter Howard Dicus five days a week. The show also includes many segments on small business, their accomplishments, innovations, and challenges. Through marketing research, Blangiardi has also developed new models to better serve the advertising needs of Hawaii’s small businesses and capture new clients who may not have considered standard television advertising as an affordable option. His efforts are designed to improve the performance of the stations and to promote, support and stimulate the economy at the same time. Blangiardi also volunteers his expertise with many community and charitable organizations including the Chamber of Commerce of Hawaii. *Nominated by: Ann Takiguchi, Central Pacific Bank.*



Rick Blangiardi
Emmis Communications
City & County of Honolulu

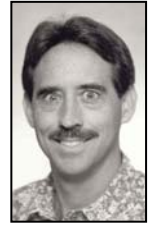


Jim Wilson
Hawaii Tribune Herald
County of Hawaii

Jim Wilson retired as the Publisher of the Hawaii Tribune Herald in 2003, but his influence on small business and the local economy will be felt for many more years. Through his thirty year career with the Tribune Herald, Wilson has been a strong supporter of economic development on the Big Island. As a small business advocate, he reported on the contributions of small business on the island’s and State’s economies. His pro-business stance on issues such as the timber industry, irradiation, the cruise ships, the observatories, and the Pohakuloa Training Area conveyed his recognition of the positive impacts these endeavors could produce. Wilson spearheaded several initiatives that aided the local business community. He initiated the weekly Business Section and his “Publisher’s Corner” which appeared each Monday with a focus on island wide issues. He also assisted with training and preparing many smaller local firms for competition with the “big box” retailers. His business leadership has been demonstrated through his work with both the Hawaii Island Chamber and the Japanese Chamber as well as several other organizations. *Nominated by: Art Taniguchi, Bank of Hawaii.*

FINANCIAL SERVICES ADVOCATES OF THE YEAR

Rann Watumull has been an advocate for small business financial services for the past decade and leader in establishing resources for small and family-owned businesses. In 1994, Watumull created and now manages the Family Wealth Management Department at BOH to assist families with financial and business planning strategies. Watumull co-founded the Family Business Center of Hawaii (FBCH), a non-profit organization whose mission is to help family businesses through a partnership between those business owners and the University of Hawaii. Currently more than 25 families benefit as members of FBCH. The organization addresses issues that are unique to family-run businesses, a significant segment of the Hawaiian economy and often in need of specialized resources. Watumull continues to provide the organization with leadership and guidance. Watumull has also assisted startup companies in Hawaii as Member of the Board of Directors of the Hawaii Business and Entrepreneur Acceleration Mentors program (HiBEAM). HiBEAM's mission is to help launch new companies with growth potential by providing professional advice to selected startups at critical stages of development. He has been highly successful in finding startup capital for new companies, raising several million dollars of seed funds and angel financing for startups in Hawaii. *Nominated by: Kevin Sakamoto, Bank of Hawaii Corporation.*



Rann Watumull
*Bank of Hawaii Corp.
Region IX & State of
Hawaii*



Larry Lee Anderson, EA
*Fiducial
City & County of Honolulu*

Honolulu's **Larry Lee Anderson** is a business owner, counselor, and a longtime supporter of small businesses. As owner of a Fiducial franchise, Anderson provides accounting services and business counseling to small businesses. Anderson's practices are geared towards helping small businesses and new ventures by guiding them through the development of business, financing, and marketing plans, frequently without fees. His approach proved to be a successful business model for his franchise and, in 2001, Anderson received the Fiducial "Regional Franchisee Award of the Year." An advocate with the State Legislature and local business associations, he actively lobbied to support the passage of an identity theft law and efforts to not restrict the compilation of financial statements to CPAs only, due to its negative impact on smaller firms. He is also focused on improving workers' compensation regulations. Active in two business associations – the Aiea-Pearl City Business Association and the Kalihi Business Association- his commitment to small business clearly makes him a valued asset of Honolulu's small business community. *Nominated by: Keene Fujinaka, Bank of Hawaii.*

Sharron Courter's commitment to small business and her unselfish involvement with various community service organizations within the County of Maui exemplifies an individual deserving of the Financial Services Advocate of the Year award. Courter gives freely of her time and experience to aid many small businesses, non-profit agencies, and various business associations in providing financial assistance. She serves as treasurer of the Maui Chamber of Commerce and Akaku Television. As an active member of the Maui Chamber Political Action Committee, Courter works to ensure small business interests are a top priority of elected officials. She also provides free seminars on workplace fraud and identity theft. Courter has served as treasurer on the board of Women Helping Women, provides financial counseling to a large non-profit church and encourages the flow of investment capital to small ventures. In addition, she has long supported initiatives for legislation to help strengthen the financial health of small businesses. She is an active supporter high technology, tax credits, and tax relief for small business owners. *Nominated by: Mitchell Nishimoto, First Hawaiian Bank.*



Sharron Courter
*Sharron Courter CPA, LLC
County of Maui*

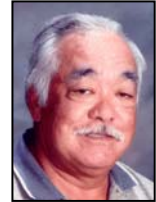
MINORITY SMALL BUSINESS ADVOCATES OF THE YEAR



Robin Puanani Danner
Council for Native
Hawaiian Advancement
Region IX & State of
Hawaii

As the leader and creator of the Council for Native Hawaiian Advancement, **Robin Danner** is committed to promoting economic development opportunities that support minority business ownership. Bringing together business leaders, government agencies and non-profit organizations to promote Native Hawaiian causes, her work improves conditions for minority small businesses statewide. Millions of dollars have come to Hawaii for community development in just the past two years as the result of her advocacy efforts. Danner was instrumental in the formation of Hawaiian Homestead Technology, Inc., a for-profit technology firm providing jobs on Native Hawaiian homesteads. The Community Builder program provides training and technical assistance to over 200 non-profit organizations serving Native Hawaiian communities. She also developed the first Native Hawaiian Business and Economic Development Summit in 2002. *Nominated by: Kelly Walsh, Bank of Hawaii.*

George Toyama knows first-hand the challenges that business owners face. His struggles and ultimate success with his business, General Trades & Services, Inc., has motivated him to help minority entrepreneurs overcome barriers to achieve their dreams. Toyama devotes his time consulting and teaching classes for the Minority Business Development Center (MBDC). He serves on the 8(a) Council for the Building Industry Association and has helped several 8(a) certified firms with contract submittals, managing contracts, and technical advice on business operations. As a result, many of these local businesses have been awarded lucrative contracts, valued at over \$5 to \$7 million. Toyama's dedication to Honolulu's minority small business is invaluable to our community and has set a shining example for others. *Nominated by: Jean Williams, Minority Business Development Center of Honolulu.*



George Toyama
General Trades &
Services, Inc.
City & County of Honolulu



Judith Fox-Goldstein
UH at Hilo Conf. Cntr. &
Hawaiian EDventure
County of Hawaii

Judith Fox-Goldstein, Director of the UH at Hilo Conference Center, has been a supporter of minority-owned small businesses for over a decade. Fox-Goldstein launched her brainchild "Hawaiian EDventure," an innovative curriculum that encourages cultural and environmental exploration through opportunities to connect Kupuna (elders), scientists, artists, teachers, and business professionals. Hawaiian EDventure promotes an authentic experience through experiential tours on Hawaiian culinary arts, culture, and natural history. A majority of the 110 vendors associated with the program are minorities who Fox-Goldstein has personally coached to develop their business skills. The success of Hawaiian EDventure is evident in the numerous awards it has received over the past years. Fox-Goldstein is highly active as a volunteer in various community organizations and serves on non-profit boards and government commissions. *Nominated by: Art Taniguchi & Beth Dykstra, Bank of Hawaii.*

Working at the Department of Taxation, **Cielo Molina** has had contact with many small business owners looking to make a difference in their lives and their community. Molina demonstrates a commitment to help minority and women entrepreneurs achieve their dreams by providing assistance, training and opportunities. With the Maui Filipino Chamber of Commerce, she has coordinated workshops and seminars on federal and state tax laws, resources for small business financing, and workplace communications. Molina also shares her talents through training partnerships with Alu Like, VITEC at Maui Community College and others. With the Makawao Main Street Association, she has been an advocate for the preservation of small businesses, balancing the needs of the community. Molina has served on the Commission of the Status of Women and is a member of the Business and Professional Women of Hawaii. *Nominated by: Alvin Santander, Bank of Hawaii.*



Cielo Molina
Department of Taxation
County of Maui

SMALL BUSINESS RESEARCH ADVOCATES OF THE YEAR

The belief that “success starts with research” drives **Ruth Corn** to provide custom research assistance to existing and aspiring small business owners. In 1992, Ruth was instrumental in developing the Hawaii Business Research Library on Maui. Since that time, it has become a “one-of-a-kind” resource facility in the state. HBRL, a speciality center of the Hawaii Small Business Development Center Network, provides resources and search engines for small business owners who need assistance in strategic and business planning that employ current economic indicators and trends. Ruth has presented small business issues through research at numerous conferences and training classes, contributing to the curriculum of MEOBDC and SBDC’s entrepreneurial training islandwide. Sought for her expertise for supporting business strategies, Ruth has contributed to such publications as “Starting a Business in Maui County-Building a Better Community,” “State of Small Business Hawaii,” and the “Hawaii SmallBiz E-News,” a free monthly electronic newsletter. Ruth also oversees the HBRL’s website (www.hbri-sbdc.org). HBRL has become a vital contributor to the economic growth of small businesses statewide. Accessing information like “the number of cars passing an intersection in Paia” to “masters and doctorate theses held at universities nationally and internationally” – you can find it all at the HBRL. *Nominated by: Greg Knue, Bank of Hawaii & Sonia Isotov King, Hawaii BRL.*

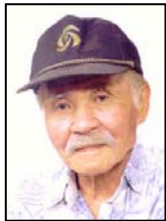


Ruth Corn
Hawaii Business
Research Library
State of Hawaii

As the State’s official Economist, **Dr. Pearl Imada-Iboshi** plays a leading role in identifying the trends that impact Hawaii’s economy and drive the planning for the State of Hawaii. During her tenure at DBEDT’s Research Economic Analysis Division, Dr. Iboshi has made a difference in creating useful information on a consistent basis with regular availability to both policy makers and the public. With her hard work and vision, she has generated a systematic process in the collection of credible data and has established her agency as a key provider of economic information for the state. Using the internet to distribute data, Iboshi and her research team produce over 30 reports and publications on topics ranging from tourism and hospitality to construction and employment to the State Data Book. Visitor industry reports are in great demand for their specific details on satisfaction, spending, activities, responses and recommendations from visitors from different locations. Other reports are developed with the other State departments that can be utilized by small businesses to forecast other business activity. Along with many presentations on the state of our economy, Iboshi is a popular speaker on workforce development, the diversification and sustainability of our tourism based economy, the new cruise industry opportunities and more, making presentations at approximately 20 conferences and 30 speeches in the last three years. *Nominated by: Naomi Masuno, Central Pacific Bank.*



Pearl Imada Iboshi
State of Hawaii DBEDT
City & County of Honolulu



George Yokoyama
Hawaii County EOC
County of Hawaii

George Yokoyama has brought renewed economic life to East Hawaii and Hamakua after the closure of the major sugar plantations in the 90’s. As the executive director of Hawaii County Economic Opportunity Council, Yokoyama has transformed this non-profit community action agency into a successful, real world “research lab” for community economic development. His first incubator kitchen has grown to a manufacturing and marketing network of food and gift products, seamstress training, bee keeping, honey and wax production, skilled wood carving and even candlemaking. Step by step, these successful ventures provided data and statistics to encourage duplicate programs in other locations and to justify the continued funding to expand these programs across the big island. The incubator project has grown into four facilities in Hakalau, Honoka’a, Pa’auilo, and Hilo and has created 72 new jobs and twelve new businesses. Another \$760,000 grant was designed to develop three computer centers with 48 jobs to provide technical skills training for higher paying jobs and was based again on local research and statistics. Congratulations, George! *Nominated by: Marcella Stroh, Central Pacific Bank.*

WOMEN IN BUSINESS ADVOCATES OF THE YEAR



Phoebe Lambeth
Hawaii Island Radiation
Oncology, Ltd.
State of Hawaii

Phoebe Lambeth has dedicated her career to improve the welfare of women as well as her community. As a dedicated nurse, administrator and educator, her efforts to increase business and financial opportunities for women helped to create the B.S. in nursing at UH Hilo. She shared her knowledge and time with protégés who would become new care home operators. She assisted with developing business plans, licensing, and financial forecasts for women starting these home-based operations. As a result, over 50 women have launched their own firms. Lambeth continues to assist women to qualify as in-home care givers for those most in need. She is also a well known advocate for the health and wellbeing of women, as demonstrated through her leadership with many community efforts including the Council on the Status of Women, the Hawaii Island Chamber of Commerce, the Rotary and others. *Nominated by: Marcella Stroh, Central Pacific Bank.*

Leading LASIK surgeon and business owner, **Dr. Tyrie Lee Jenkins** is an exemplary role model, encouraging women to set their sights high and work with determination to achieve their goals. Jenkins acts on her beliefs to support, acknowledge and champion other women for their aspirations as well as achievements. She participates in the Girl Scouts “Teaming for Tomorrow” and the Junior League “Her Story” Conference. She volunteers with the Priory Institute for Women to discuss career opportunities and promotes women’s study in science and technology. Since financial issues are critical to women, Jenkins co-founded Winning Opportunities for Women, an investment club which empowers its members through education. With other women’s organizations, Jenkins gives freely of her time to improve the quality of life for women and our community. *Nominated by: Fay Wengler, Bank of Hawaii.*



Tyrie Lee Jenkins
Tyrie Lee Jenkins, MD, Inc.
City & County of Honolulu



Geri Gallagher
Hale Kauai, Ltd.
County of Kauai

Kauai’s **Geri Gallagher** has followed a lifelong conviction that women must work together to gain social, economic and legal equality. She’s demonstrated her commitment through counseling and being a role model for others. Gallagher has focused attention on the business and education of the women of Kauai. With the Rotary, Gallagher was instrumental in gaining parity in scholarships and donations for female students and organizations. With the Chamber, the Kapa’a Business Association and the Zontas Club, she influenced the participation of women and focused attention on the skills of many women in the community. She shares her expertise in technology with women owned firms, using computer solutions to gain competitive advantages. Gallagher was a founder of the Women in Business Roundtable, the first local organization to bring networking and resources to women business owners, professionals and entrepreneurs. The roundtable attracts as many as 75 women to its monthly events. *Nominated by: Leticia Lee, formerly with Bank of Hawaii.*

Jeanne Skog inspires women to follow “roads less traveled,” achieving extraordinary results. The first female CEO for the Maui Economic Development Board, Skog created an innovative workplace encouraging women to break through traditional barriers. She helped to establish the Women in Technology program at MEDB to get women into high technology careers. The statewide program has influenced a 10% increase of women in technology fields. Skog developed an internet based curriculum, “Fundamentals of Economics,” fostering greater understanding of basic economics teachers. She chairs the Hawaii Council on Economic Education and works to nurture a better business climate through advocacy and leadership. She was influential in the development of the Maui Research and Technology Park, funding for the Business Research Library and the Hawaii SBDC Network, and tax incentives for high tech companies. *Nominated by: Steve Williams, First Hawaiian Bank.*



Jeanne Skog
Maui Economic
Development Board
County of Maui